



SPECTRUM/OTIS CONTRACT EXTENSIONS

The Purchasing Hui of Hawaii has agreed to 5 year contract extensions with both Spectrum Cable (formerly Oceanic Time Warner Cable) for Bulk Cable and Internet Service and Otis Elevator Company for Elevator Maintenance Service. Both are considered national contracts and required corporate review and approval before the terms were agreed to. These contracts are very important to the Hui; they are the foundation of an impressive contract portfolio that Hui members have access to. Here are some important features of the agreements:

The current amendment of the original contract with Spectrum, which was executed on August 1, 2000, expires December 31, 2022. It offers Hui members a minimum of 32% off of the standard published bulk rates for the Single Play Video, Double Play Video/Ultra Internet or Triple Play Video, Ultra Internet & Voice services. Members also get a 23% discount off of Spectrum Internet service. The contract allows members to create their own package and receive an additional 7% Hui discount off their negotiated bulk rate. All packages require Hui members to sign a new 5 year contract. All Hui rates are frozen through the term of the contract. WOW! Don't miss out on this great opportunity. Contact Todd Silva or your service rep at 625-8392 to get the process started.

The current amendment for the Otis Elevator maintenance contract, which was originally executed July 1, 2008, expires June 30, 2023. It offers Hui members who are not currently using the contract and members who are using any other company (competitor) a 15% discount off of their current rate, provided the member signs a 5 year contract and Otis deems their current

rate reasonable. If the current rate is deemed unreasonable, a written explanation of why will be provided along with a proposed rate. Otis' intention is to provide Otis maintenance at the same price as their competitor minus the appropriate Hui discount (15%). All Otis/Hui contract annual rate increases are capped at 3%. Members will also receive a 10% discount on elevator upgrades (door operations, fixtures, cab interiors, etc.). Otis currently provides maintenance for 195 Hui member elevator cabs, a very significant number by any standard. Contact Jaime Kurosawa or your service rep at 599-1111 to take advantage of this awesome contract!



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Hui Contract: Fitness Equipment & Service

NEW MEMBERS & CONTRACTS

We've added 29 new members from March to July 2017.

Those members are: Aloha Lani (3/9/17), The Watermark (3/9/17), Nalanui Hale (3/23/17), Koa Pancake House/Koa Cafe (8 locations, 3/16/17), Management Specialists Company (4/6/17), Palehua Terrace (4/6/17), Senior Residence at Kaneohe (4/6/17), Senior Residence at Iwilei (4/6/17), Villas at Aeloa (4/6/17), Villas at Maluohai (4/6/17), Courtyards at Mililani Mauka (4/6/17), Colony Surf (3/31/17), Anaha AOUO (4/12/17), Waikiki Shore (4/5/17), Royal Kuhio (4/20/17), Ala Wai East (5/17/17), The Alexander (5/23/17), Tropics Seas Inc. (5/24/17), Ala Wai Skyrise (6/20/17), U-Mobile (6/15/17), Take-N-Bake (6/15/17), and Mililani Pinnacle (7/6/17).

We look forward to working with them. Our total membership stands at 392 condominiums, townhouses, non-profits, restaurants and businesses.

We've renewed or awarded 28 contracts from March to July 2017. They are: Doors/Windows/Lanai Enclosures Replacement & Repair, Swimming Pool & Spa Equipment Repair, Trash Chute Cleaning Service, Business Machines Equipment & Service, Swimming Pool & Spa Restoration Service, Meter Reading & Repair Service, Bulk Cable & Internet Service, Dryer/Exhaust Duct Cleaning, Handyman Service, Office Supplies, Outdoor/Pool Furniture Refurbishing, Access Control/Alarm Systems Surveillance/Security Cameras, Silk Flowers, Odor Eliminator Products, Fitness Equipment & Service, Carpet Cleaning Service, Electrical Service, Plumbing Pipe Video Inspection Service & Sewer Line Cleaning/Jetting Service, Trash Compactor Maintenance & Repair Service, Commercial Furniture, HVAC Service & Repair, Plumbing Service, Power Washing Service, Landscaping Supplies, Railings and Windows, Uniforms, Window Cleaning, and Elevator Maintenance.

We have 70 products and services under contract with 73 vendors.



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Hui Contract: Plumbing Service



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Hui Contracts: Trash Chute Cleaning and Trash Compactor Maintenance & Repair Service


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Contact Lerch Bates at:

Ron Welts, Regional Manager
Ron.Welts@LerchBates.com
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Hui Contract: Elevator Consultant Service

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Hui Contract: Meter Reading & Repair Service

2017 Hui Meeting Schedule

September 26, 2017	The Moorings
October 31, 2017	Harbor Court
November 14, 2017	Holiday Mixer
December 2017	No Meeting

- New Fire Equipment Sales
- Wet and Dry Standpipes
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Hui Contract: Fire Equipment Inspection Service

HUI HOLIDAY MIXER

The 2017 Purchasing Hui of Hawaii Holiday Mixer will be held on November 14, 2017 at the Neal Blaisdell Center - Hawaii Suites. There will be about 300 people in attendance with about 30 vendor booths. Members who attend will enjoy good food, great networking and generous prizes. Hope to see you there!

Attention Hui Vendors -
register early to save. Email
info@purchasinghui.com **for**
more info. Hui Members -
Call 487-0525 or email to
register by 10/31/17.

NEW DEAL WITH HAWAIIAN TELCOM

On May 1, 2017 The Purchasing Hui of Hawaii reached an agreement with Hawaiian Telcom to provide Bulk Digital TV & High Speed Internet Service to its members. The contract runs through December 31, 2022. The innovative agreement offers a \$2 per unit discount off Hawaiian Telcom's standard bulk rate for the Bulk Advantage Plus W/Starz, \$2.50 per unit off the Bulk Advantage Plus and \$3.50 per unit off the Bulk Advantage Plus W/Internet services. The contract provides a Value Added Hui Member Incentive. Hawaiian Telcom will pay the Hui Member's 2% Hui monthly fee (including tax) for the 5 years of the Hui Member's agreement with Hawaiian Telcom. The Hui Member will pay the monthly fee to the Hui and Hawaiian Telcom will credit the monthly fee to the Member's account. This is a great incentive for any Member considering using this contract. Contact Neal Matsumoto or your service rep at 546-2550 for more info.